



PERKIN-ELMER

Instrument Group

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November 1, 1982

Dr. Joshua Lederberg
President
Rockefeller University
1230 York Avenue
New York, New York 10021

Dear Dr. Lederberg:

Dr. Michael Sovern, President of Columbia University, recently reported in the New York Times that visitors from The People's Republic of China had expressed surprise at the outmoded scientific laboratory equipment being used at a leading midwestern university they were touring. The article also discussed the damaging effects of Federal aid cuts on colleges and universities, particularly in the areas of science and technology.

As the world's largest manufacturer of analytical chemistry instrumentation, Perkin-Elmer has a vested interest in improving the quality of education available. Through the talents of the thousands of scientists and engineers we employ, we have developed our instruments to a high level of sophistication, incorporating our own computers and software. This integration has become a corporate objective--Computer Aided Chemistry--a concept that is revolutionizing the laboratory.

Perkin-Elmer would like to help colleges and universities acquire the most modern instrumentation available today. Such instrumentation includes atomic, infrared, ultraviolet and fluorescence spectroscopy; gas and liquid chromatography; and thermal and elemental analysis.

Through March 31, 1983, Perkin-Elmer will be pleased to share with your alumni or other financial sources in donating analytical instruments to your university. Perkin-Elmer will donate instruments valued at \$16,500 and selected from the attached listing for an alumni or other source instrument donation of \$50,000 to be chosen from the same listing. Perkin-Elmer will make an additional instrument donation of \$1,000 for each \$3,000 instrument donation above \$50,000 made by your alumni or other source.

Our representative will contact you to provide more complete information on the instrumentation being offered.

Sincerely yours,

John H. Rhodes
Asst. to the Sr. Vice President

JHR:emv
Attch. (3)
Price List
Sample Case
INSTRUMENT NEWS
cc: Neal Bregman

☒ RWN + TS